April 18, 1988

1986	Industry Sales	P.M. Sales	P.M. Share	R.J.R. Sales	R.J.R. Share
1st Qtr.	121,418 -6.2%	43,176 -7.1%	35.56 -0.34	40,362 +0.9%	33.24 +2.33
2nd Qtr.	159,712 +0.5%	57,334 +1.7%	35.90 +0.41	51,201 +0.4%	32.06 -0.04
1st Half	281,130 -2.5%	100,510 -2.3%	35.75 +0.07	91,563 +0.6%	32.57 +1.00
3rd Qtr.	137,332 -4.2%	52,501 +1.2%	38.23 +2.01	44,462 +1.6%	32.38 +1.84
9 Months	418,462 -3.1%	153,011 -1.2%	36.56 +0.71	136,025 +0.9%	32.51 +1.28
4th Qtr.	163,471 +0.3%	61,562 +4.7%	37.66 +1.60	52,292 -2.0%	31.99 -0.74
Year	581,933 -2.1%	214,573 +0.5%	36.87 +0.96	188,317 +0.1%	32.36 +0.72
1987					
1st Qtr.	115,935 -4.5%	42,288 -2.1%	36.48 +0.92	40,368 0.0%	34.82 +1.58
2nd Qtr.	158,302 -0.9%	58,984 +2.9%	37.26 +1.36	50,987 -0.4%	32.21 +0.15
1st Half	274,237 -2.5%	101,272 +0.8%	36.93 +1.18	91,355 -0.2%	33.31 +.74
3rd Qtr.	134,905 -1.8%	52,485 0.0%	38.91 +.68	44,247 -0.5%	32.80 +.42
Load	9,900	2,900		7,000	
1st 9 months:	409,144 -2.2%	153,758 +0.5%	37.58 +1.02	135,602 -0.3%	33.14 +.63
4th Qtr.	160,892 -1.6%	61,802 0.4	38.42 +0.76	49,790 -4.8%	30.95 -1.04
Year	570,034 -2.0%	215,559 +0.5%	37.82 +0.95	185,392 -1.6%	32.52 +0.16
1988					
1st Qtr.	111,929 -3.5%	43,418 +2.7%	38.76 +2.29	38,140 -5.5%	34.08 -.74

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